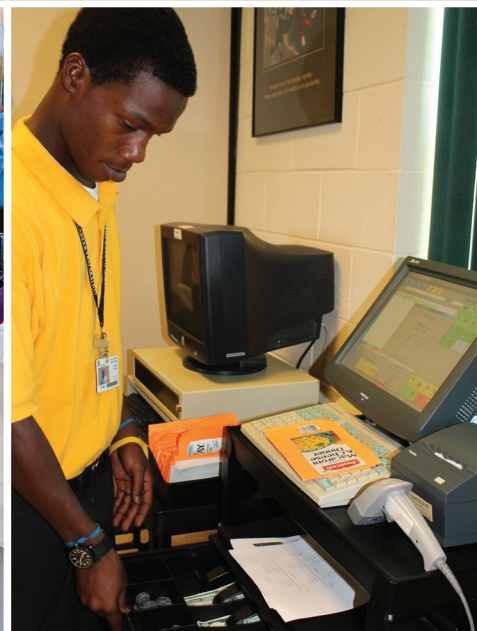


CAREER TECHNICAL TRAINING AREA

Retail Sales



Do You Like ...

- ... meeting new people?
- ... talking with others?
- ... organization and detail?
- ... building relationships?

If so, you may be a good candidate for Job Corps' Retail Sales career training program.

SKILLS

Learn how to perform the essential tasks of a retail salesperson, including:

- » Selling merchandise and providing ongoing sales support.
- » Learning about different products and services to explain their use to customers.
- » Meeting customer needs and requests.
- » Gaining a customer's trust and commitment.
- » Developing and implementing a sales follow-up plan.

EXPECTATIONS & REQUIREMENTS

While on the job, you will be expected to display the following traits at all times:

- » Good listening skills
- » Dependability
- » Ability to communicate with others
- » Attention to detail

And you will need to meet a few basic requirements in order to be hired as a retail salesperson, including having:

- » Basic math and reading skills
- » A high school diploma or the equivalent
- » Completion of the core curriculum and passing scores on all written and performance tests
- » A good standing with employer, school, or training program

CAREER TECHNICAL TRAINING AREA

Retail Sales



CREDENTIALS

As a Job Corps student, you can earn credentials in your training area that demonstrate you have **gained the knowledge and skills** to help you **succeed in your career**. Credentials may lead to greater employment opportunities, higher wages, and promotions.

Students who complete a Retail Sales and Services training area can earn **nationally recognized credentials** from organizations such as the National Retail Federation Foundation, the national standard in customer service training and credentialing. Credentials such as these show that students have the skills and knowledge to provide quality customer service.

CAREER OPTIONS

Most **Retail Sales graduates go to work for retailers who sell merchandise, such as furniture, appliances, clothing, and cars**. Retail salespersons spend most of the workday on their feet, greeting customers and helping them find and purchase the products or services they want. Retail salespersons work full time or part time and may often have weekend and/or evening shifts.

SALARY

The average starting salary for most retail salespersons is **\$21,000/year**.

*For additional salary information and career path options in this field, visit www.mynextmove.org.



www.recruiting.jobcorps.gov • www.mifuturo.jobcorps.gov (español)



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